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- XIV. *Les ports de la Basse-Loire: Nantes et Saint-Nazaire.* (Paris: Dunod. 1921. Pp. 172; 176.)
- LANINO, P. *Degli scioperi sulle ferrovie Italiane.* (Romen: Tip. dell'Unione Editrice. 1920. Pp. 94.)
- Flexible fares. Service at cost as applied to the New York transit lines. With comment on Governor Miller's program.* (New York: The City Club, 55 W. 44th St. 1921. Pp. 46.)
- Good roads and motor transportation. Factors in food production.* (New York: Nat. Automobile Chamber of Commerce, 366 Madison Ave. 1921. Pp. 11.)
- Parcel post statistics.* Issued by the United States Post Office Dept. (Washington: Supt. Docs. 1921. Pp. 63.)
- Transportation. The problem of soft coal.* (Washington: Nat. Coal Assoc. 1921. Pp. 15.)

Trade, Commerce, and Commercial Crises

NEW BOOKS

- AUSTIN, O. P. *Trading with the new countries of Central Europe.* Foreign commerce series, no. 6. (New York: National City Bank. Pp. 66.)
- CUNNINGHAM, J. C. *Products of the Empire.* (Oxford: Oxford University Press. 1920. Pp. 299.)
- This little book is a summary survey of the principal products of the British Empire, the factors limiting their supply and the trade in them, domestic, intercolonial and international. The extent to which the Empire is, or might be, self-sufficing in particular products and current tendencies towards change in their output are investigated. There are numerous illustrations, also tables showing imports of wheat, maize, beef, sugar and raw cotton (1913-1917) and the area and population of the Empire in 1919. The book should prove useful to students of economic geography and international trade.
W. M. DUFFUS.
- EWBANK, R. B., editor. *Indian coöperative studies.* University of Bombay economic series, no. 2. (New York: Oxford Univ. Press. 1921. Pp. 266. \$6.25.)
- PICCIOTTO, C. M., editor. *The British year book of international trade.* (London: Frowde. Pp. 292.)
- Chicago, the great central market.* (Chicago: Marshall, Field & Co. 1921. Pp. 50.)
- Ireland's markets, or a new field for American trade.* (New York: Office of the Irish Consul-General, 119 Nassau St. 1921. Pp. 11.)
- List of publications of the Department of Commerce available for distribution.* Eighteenth edition. (Washington: Dept. Commerce. 1920. Pp. 80.)
- Our new place in world trade.* (New York: Guaranty Trust Co. 1921. Pp. 24.)

Memorandum regarding the application of the customs regulations of Venezuela, especially with reference to the North American commerce. (Caracas: Interamerican High Commission, Venezuelan section. 1921. Pp. 39.)

Accounting, Business Methods, Investments, and the Exchanges

NEW BOOKS

ALLEN, F. J. *A guide to the study of occupations.* Prepared under the auspices of the Bureau of Vocational Guidance, Graduate school of Education, Harvard University. (Cambridge: Univ. Press. 1921. Pp. xiii, 183.)

ASPLEY, J. C. *What a salesman should know about advertising.* Pocket edition. (Chicago: Dartnell Corporation. 1921. Pp. 119.)

BALLANTINE, H. W. *The preparation of contracts and conveyances, with forms and problems.* (New York: Macmillan. 1921. Pp. vi, 226. \$2.50.)

CARLIOS, M. J. *Le gouvernement des entreprises commerciales et industrielles.* Vol. XI. (Paris: Dunod. Pp. viii, 320. 1921.)

CARTHAGE, P. I. *Retail organization and accounting control.* (New York: Appleton. 1920. Pp. 349. \$3.)

The need of a textbook on department store procedure is well answered by this publication which treats of accounting and management systems. No consideration whatever is given to manufacturing, except where it is necessary to draw a comparison. The department store, the specialty shop, and retail store of any description are within the book's scope. Proper recording and marking of merchandise, from its receipt to its sale are clearly shown. Of particular value is the detailed study of the turnover, which is accompanied by statistics furnished by the leading stores. The problem of sales checks, their auditing and classification is thoroughly treated and consideration is given to the preparation and analysis of the various financial statements and reports.

M. J. S.

CHAPMAN, J. C. *Trade tests.* (New York: Holt. 1921. Pp. 435. \$4.)

In the recent war the personnel division of our army was confronted with the problem of finding 400 occupational specialists in every 1,000 men in the infantry, and a much higher percentage in the technical corps. On interview 62 per cent of the draftees and enlisted men credited themselves with trade ability. In all, over 250,000 soldiers were eventually trade tested. Of those professing trade skill 6 per cent were found expert, 24 per cent journeymen, 40 per cent apprentices, and 30 per cent novices or inexperienced men. Every industry finds much the same difficulty in selecting its personnel. The large labor turnovers are due in part to unsatisfactory conditions of work, in part to inaptitude of the workman, either general or specific. The problem of special aptitude is generally more inviting to industrial executives because it is more tangible. These executives will welcome Dr. Chapman's book for its suggestiveness of methods capable of successful operation in practically every